

Before the
Federal Communications Commission
Washington, DC

In re Applications of)	MM Docket No. 93-107
)	
DAVID A. RINGER)	File No. BPH-911230MA
)	
ASF BROADCASTING CORP.)	File No. BPH-911230MB
)	
WILBURN INDUSTRIES, INC.)	File No. BPH-911230MC
)	
SHELLEE F. DAVIS)	File No. BPH-911231MA
)	
OHIO RADIO ASSOCIATES)	File No. BPH-911231MC

For Construction Permit for an
FM Station on Channel 280A in
Westerville, OH

To: Administrative Law Judge
Walter C. Miller

DIRECT CASE EXHIBITS OF
SHELLEE F. DAVIS

Dan J. Alpert, Esq.

Her Attorney

1250 Connecticut Ave.
7th Floor
Washington, DC 20036
(202) 637-9158

August 16, 1993

INTEGRATION AND DIVERSIFICATION

Shellee F. Davis is an individual applicant, and consequently will own 100% of her proposed station.

When Shellee Davis' application is granted, Shellee Davis will serve full-time as General Manager of the station and will work full-time, a minimum of 40 hours per week in that capacity. She will terminate all other paid employment and will sell her existing business in order to effectuate that commitment.

As General Manager, Ms. Davis' duties will include overseeing and assuming ultimate responsibility for the day-to-day activities at the station, including sales, on-air, and general office departments. She will also be responsible for overseeing on-air logs and traffic, sales to agency and local accounts, the hiring of sales and office staff, and managing the Public File, the Equal Employment Opportunity Program, and the commercial production undertaken by the station.

Ms. Davis seeks enhancement credit by virtue of her gender (female), her minority status (African-American descent), her past local area residency adjacent to the community of Westerville (1984 - 92), her proposed future residency in or adjacent to Westerville, and her past local area civic activities and involvement in the business community.

From 1984 - 85 she lived at 1957 E. Prince George Drive, Columbus, Ohio; in 1985 - 86 she lived at 338 Olentangy-Forest Dr. in Columbus, Ohio; in 1986 - 92 she lived at 5518 Moccasin

Federal Communications Commission

Docket No. 93-167 Exhibit No. 1

Presented by Steuere Davis

Identified 8/20

Received 8/20

Rejected

BURBANK LEAD

Date 8/20

Dr. in Westerville, Ohio; and from 1992 to the present she has lived at 463 Jessing Trail, Worthington, Ohio, which is in Columbus, Ohio, in the area of Columbus which is directly adjacent to Westerville, Ohio.

Shellee Davis is the owner and founder of Britt Business Systems, Inc. See Attachment A.

Shellee Davis' involvement in activities within the proposed service area of the station is as follows:

Her business is a member and Ms. Davis is a participant in the Columbus Chamber of Commerce from 1988 to the present. See Attachment B.

She has belonged to a national women's civic organization called The Columbus Chapter of Links, Inc. for the past four years. In 1990 the organization's Project Lead program enabled her to work closely with sixth and seventh graders to help improve their self-esteem and offer alternatives to promote a more positive life-style. The organization adopted New Johnson Park Middle School and conducted various seminars for eight hours per week for a year. She was chairperson of the vocational education and career options module for a six week period. She also was the chairperson of the Arts Committee for two years. Her committee was responsible for the promotion of local artists and exposing the world of art to the minority community.

She participated in a United Way program called Project Diversity from 1990 to 1991, focusing on the preparation of minority men and women to serve as board members. See

Attachment C. She continues her involvement with the program by serving on the Advisory Committee to plan future Project Diversity programs.

She has been a member of the Columbus Speech and Hearing Board from 1991 to the present. The Columbus Speech and Hearing Board directs the operations of the Columbus Speech and Hearing Center, which is an organization in Columbus which helps improve the quality of life for speech and hearing-impaired people. Ms. Davis has been on the Board of Directors of the Center, in which capacity she attends meetings, assists with the fundraising activities for the Center, works on the Program Committee, and is a past member of the Finance Committee. On the Program Committee she helped implement marketing actions to promote the activities of the Speech and Hearing Center to members of the overall public.

She has been a member of the New Salem Baptist Church Business Development Board from 1991 to 1993. The New Salem Baptist Church Business Development Board directs the business activities of the New Salem Baptist Church. In that activity, Ms. Davis was instrumental in overseeing the construction and opening of a senior-citizens housing complex in Columbus, and was involved in the decision-making process for numerous other Church civic activities serving the local Columbus community.

From 1990 through 1992 she was involved in mentoring with two established programs. She was assigned to two young women for one hour or more per month through the Columbus Minority Business Center. Also, through a pilot program of the U.S. Small Business Association called the "Women's Network for Entrepreneurial Training," she is assigned a

protege on a scheduled basis. See Attachment D. Informally, from 1990 to the present she has been frequently invited and has accepted speaking engagements to speak with people interested in starting their own business or who need direction in their current business. She provides the time to advise them on the resources and the contacts she has had available.

In 1988 Ms. Davis instituted a Britt project where she keeps on-staff a student from one of the Columbus high school career centers who is studying business. The program continued through 1992. On a part-time basis the student assists the office manger with a variety of duties such as answering the phones, filing, typing, minor bookkeeping and data entry on their computer. Ms. Davis' intention is to give the student who participates in the program hands-on business experience in a business environment. They learn what makes the operation flow, the importance of detail (which is essential in successful businesses), and how to use better judgement about their career direction.

Also, as a Britt project, from 1988 to the present all the employees have donated personal goods and money to one or two needy groups of Britt's choice at Christmas.

Ms. Davis was a 1991 "Columbus Chamber of Commerce Small Business Person of the Year" Finalist (see Attachments E and F), which is an award given to small business owners who exemplify high business standards and extensive community involvement; 1991 Department of Commerce Minority Business Development Council "Regional Retailer of the Year" (see Attachment G), which is an award given for business excellence in retail trade and an emphasis on community involvement; 1991 NAACP Honorary Chairperson which was

bestowed upon Ms. Davis for her involvement in the African-American community, and involved making for a large donation to the organization and provided an opportunity to make a presentation at their dinner; 1991 National Urban League Conference Presenter, which involved focusing on successful strategies in dealing with the dilemma of African-American Entrepreneurism (see Attachment H and I); 1991 Winner of the Ernest & Young, Merrill Lynch & Co., Inc. Magazine "Entrepreneur of the Year" Award in the category of "Emerging Entrepreneur" (see Attachment J), which is an award given to area business people who have excelled in business and community involvement; winner of the Ohio State University Council of Black Students in Administration "New Venture Award" (see Attachment K), which is an award given to emerging Black entrepreneurs who are utilized to set an example for Ohio State students; and 1990 Columbus Chamber of Commerce "Minority Business of the Year" award winner (see Attachment L), which is an award given for business achievements recognized by local businesses and corporations. She operated the number one Xerox regional dealership in 1989, and her operation has been among the top five Xerox dealerships nationally from 1988-91.

In general, all of the awards and honors that Ms. Davis has received have included a recognition of her community involvement. Ms. Davis has felt that in order to be a well-rounded business person, you have to give back time and energy to the community. In receiving awards and other recognition from the community, she has been noted as a worthy role model to the community in general, and the African-American community in particular.

Some of her other community involvement within the 1 mV/m contour is as follows:

- o King Center Annual Campaign Chair for Black Owned Businesses, 1991-92. See Attachment M. This organization solicited financial support for the King Center, which is a multi-cultural center that focuses on programs for children.
- o Guest on "News 4 at Sunrise", 1991, in conjunction with Entrepreneurship Women Week;
- o Center for New Directions Panelist, 1991 where she was a speaker to women who want to start their own businesses (see Attachment N);
- o Member of the United Way Business Development Committee, 1991, in which capacity she solicited donations from other minority businesses;
- o Linden-McKinley High School Presenter, 1991, where she was a speaker to high school students about careers in future technologies (see Attachment O);
- o Columbus Chamber of Commerce Project Future Mentor, 1991 (see Attachment P), in which she employed a high school student for six weeks to provide real-life work experience;
- o Columbus Government Workshop Panelist, 1992, in which she spoke to anyone interested in starting their own business or who has been in business for less than three years;
- o Ohio Department of Development's Women in Business Panelist, 1992, in which she spoke to the Columbus Chamber and other entrepreneurs about common problems experienced by female entrepreneurs;

- o Red Cross Neighborhood Volunteer, 1990, in which she solicited donations door to door;
- o Judge for the Entrepreneur of the Year 1992 Awards, in which she aided in selecting 1992 awardees;
- o Columbus Regional Minority Supplier Development Council's Input Committee, 1990-present, in which she participates in program formation;
- o Ohio State University's Young Black Scholarship Program participant, 1987-present, in which she assists her Link Sisters in mentoring and raising funds to allow local high school students to prepare for college;
- o Financial contributor to many charitable causes such as "I Know I Can," "Buckeye Boys Ranch," "United Way of Columbus," "United Negro College Fund," and the "Ohio State University - Minority Student Development Fund", etc. 1988-present.

Ms. Davis neither owns or controls any medium of mass communication.

BusinessNews

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November 15 - December 15, 1990

"THE NEWS MAGAZINE ABOUT CORPORATE AMERICA, MINORITY AND WOMEN BUSINESS ENTERPRISE"

37

Shellee F. Davis President Britt Business Systems

Britt Business Systems president Shellee F. Davis recalls that after she started her office equipment business in 1988, she competitively won a bid with AEP, the power and electric company in Columbus, Ohio. But the AEP purchasing representative was concerned about the company's ability to fulfill on the service contract.

"It took about a year and a half to establish this relationship, and when I won the service bid, the office services representative called me. They were worried because my price was so much lower," Davis recalled. "I was told, 'You have the lowest bid, so we had to go with you. But can you handle this?'"

"I told the representative, 'You have my personal guarantee. You can call me directly if you have any problems,'" Davis said.

It's that type of attitude that has helped Shellee Davis build Britt Business Systems. The company, headquartered in Columbus, carries Xerox Corporation's full line of facsimiles, electronic typewriters, and desktop copiers. BBS also maintains an inventory of related supplies as well as fax paper for all brands of fax machines. BBS is also an authorized Xerox Service Center with factory trained technicians who are available to maintain the Xerox products at optimum performance levels.

Davis' personal guarantee is worth so much that Xerox Corporation recently recognized BBS as their number one facsimile and electronic typewriter dealer in the mid-west for 1989. And, BBS also ranks in the top five dealers, out of 500 nationally, for both product lines. Only seven of the 500 dealerships nationally are owned by minorities. BBS is the only Black female-owned Xerox dealership in the nation.

Originally, in the interior design business with former partner Kathleen Cole, Davis was initially approached by Xerox Corporation to represent their product line. "At that time, Xerox was the first major office product corporation to sign up minority dealers. I applied for the dealership and was selected. In January 1988, when I was eight months pregnant, I started Britt Business Systems. In February, I sold my first fax machine from my hospital bed, eight hours after my second child was born. To this day, my first customer doesn't know I was leaving from my hospital bed," she said.

Davis says her way of doing business and marketing direction

has changed dramatically over the years. "There's been a great change since I started in this business," Davis said. "I had no administrative support. I had to get out and sell and type my own invoices and proposals. There were just the three of us struggling to make it, so we had to make

money think of office equipment, they think of Britt."

Britt Business Systems was recently the recipient of the Columbus Regional Minority Purchasing Council's 1990 Minority Business of the Year Award. Ironically, the corporation that was initially hesi-

tant to do business with Shellee Davis and Britt Business Systems, was the same company whose representative recently made the award presentation. Britt Business Systems has about 400 customers, including companies such as AEP, Anheuser-Busch, AT&T, Columbus Bar Association, The Columbus Board of Education, Ohio Bell, Ohio State University and the State of

Ohio. Davis projects sales revenues of at least \$1 million for 1990.

Regarding BBS' status as a minority owned business, Davis says, "Just because BBS is a minority owned business, we can't just sit back and expect business to come in the door. I have found that being a minority business may afford me the opportunity to bid but not assure me the contract. You have to be able to compete with quality products at

competitive prices and offer superior service to your customers."

"Being in business makes you shrewd. I have learned how to bid competitively, and I've gotten to the point where I'll turn down a bid if it is not profitable. I now know what makes sense and what doesn't. I have become fairly astute in the industry. I know all about my products and my competitors."

"I got a lot of my business expertise by being out there and being visible. I attend all the office equipment trade shows, and I talk with other dealers, especially minority dealers all the time."

"I take advantage of all my resources whether they come through the Purchasing Council, state and local programs, women's business programs, small business centers or the chambers of commerce," Davis said she recommends other minority business owners seek out more of the resources available to them.

Davis said it's impossible to sell and be successful if you're not out there. "The more contacts you make, the more prospects you get. The more prospects you get, the more demonstrations you can make and the more demonstrations, the more sales you make."

Davis said she realizes the need for diversification to ensure continued growth in a time of uncertain economics and this psychology is behind Davis' move to expand Britt's product line which shows a mature, if not astute business attitude.

Britt was recently authorized as a Panasonic electronic typewriter distributor. "Britt has always been exclusively Xerox, so bringing in Panasonic products is a big change for us. Selling equipment is a one-time deal. But it's the peripherals such as supplies and service contracts that keep you going."

Corporate and business customers no longer have to hesitate to do business with Britt Business Systems. Customers and potential customers alike know they can rely on the quality products BBS sells, the backing of the manufacturer of those products, the Britt service and sales team, and most important of all, Davis' own personal guarantee.

"In order for me to endorse a product, I have to feel comfortable with it. Otherwise I can't recommend it to a customer."

"Britt is a quality company selling a quality product and providing quality service at an affordable price," Davis said. "We have confidence in what we sell."

"The bottom line, Davis, is that it's all on your personal effort."

BY ANNE L. HARRIS



Britt Business Systems President Shellee Davis (left) delivers office equipment to Borden, Inc. Supervisor Debra Houtaling.

it look big."

Looking back on those days, Davis says she has to laugh. "I'm in a primarily white, male-dominated industry. At first, people thought I was a joke. Even the corporate members of the Council didn't take me seriously," she said.

"Now, when people think of us, they see Britt as a serious contender in the office equipment business because I won bids. When they con-

stant to do business with Shellee Davis and Britt Business Systems, was the same company whose representative recently made the award presentation.

Britt Business Systems no longer has to create the illusion of being a big business. They are. BBS is headquartered in Columbus and has another office in Cleveland run by Davis' brother-in-law, Ben Davis. In addition, the company has

Ohio. Davis projects sales revenues of at least \$1 million for 1990.

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Shellee Davis has never been one to shy away from a challenge. Three years ago she set out to become the first black female business owner authorized to sell Xerox Corp.'s

DOING THE TOUGH THING



Davis' three-year-old firm grossed an impressive \$750,000 in sales in 1990.

business equipment in the United States. Not only did she do that, but in 1989 Xerox recognized Davis' one-year-old company, Britt Business Systems Inc., as the top revenue-producing facsimile machine and typewriter dealer in the Midwest. Not bad for someone who at one time knew nothing about buying or selling office equipment.

The 34-year-old Wright State University graduate started her Columbus, Ohio, firm in

January 1988 with a \$50,000 loan from an aunt who runs a successful nursing home in Dayton. Using \$25,000 for operations costs and \$25,000 to buy equipment, Davis was able to outfit her operation with Xerox's fax machines and electronic typewriters.

Though Davis worked hard to get her business off the ground, she says that luck was also on her side. "Xerox was looking for minority dealers in this area at the time and two black Xerox managers stood behind me until I got the dealership. I'm happy that the chance they took was a good one," she says.

Six months after launching her venture, Davis became partners with her brother-in-law, Ben Davis. The former Xerox account executive, who is Britt's vice president, opened the company's Cleveland branch office. (The firm has six employees in Columbus and three in Cleveland.)

With such clients as Anheuser-Busch Inc., AT&T, the Columbus Bar Association and the state of Ohio, Britt earned \$750,000 in sales last year. The company also recently became an authorized service center and dealership for Panasonic Co.'s business equipment.

—Leslie Hunter-Gadsden

Britt Business Systems Inc., 415 E. Broad St., Columbus, OH 43215

In Greek mythology, Hermes made a name for himself as the fleet-footed messenger of the gods. In reality, Gerard Blue, president of Interco Courier Systems Inc., is a modern-day godsend to a slew of New York City's courier-dependent businesses.

"We deliver anything from envelopes to 10,000-pound packages, either by foot, bike or one of our 15 trucks," boasts Blue who, at 30, is already a 15-year industry veteran. While still in high school, Blue gained the best practical experience available—dodging Manhattan's rush hour traffic and lunchtime crowds as a foot messenger.

Having fought in the courier trenches, Blue went on to land less hazardous positions as dispatcher, sales rep and vice president of sales for three courier companies. "That's when I knew I had the know-how to start my own venture," says Blue, who also took two years worth of marketing and sales courses at New York University.

In March 1988, Blue took on longtime friend Ronald Corum as a business partner, and with equal shares culled from each of their savings, they raised \$100,000 to launch Interco. So far, the investment has paid off: Last year, the courier firm grossed \$1.7 million in sales and had a 15% profit margin. (Blue projects 1991 receipts will top \$2 million.)

The New York native credits consistency and persistence with keeping his company competitive with the city's more established courier services.

By next year Blue intends to expand Interco's staff of 65 and two midtown offices, and hopes to open branches in Boston, Washington, D.C., and the Wall Street area. Considering his impressive track record, these goals should be but a sprint away.

—Dawn M. Baskerville

Interco Courier Systems Inc., 28 W. 48th St., New York, NY 10036

DELIVERIES "R" US



Blue (r), with partner Corum, is already a 15-year veteran of the courier industry.

The Columbus Area Chamber of Commerce:

More minorities and women today than ever before are starting and running their own companies. These entrepreneurs are making new and growing minority and women-owned businesses one of the primary areas for business growth in the Central Ohio area.

"The typical small business in Central Ohio will be changing dramatically in the 1990s. Area small businesses will most likely be owned by a woman or by a minority," said Jon York, president of the Columbus Area Chamber of Commerce.

Through offices wholly devoted to generating small business growth, the Chamber can provide an enormous amount of assistance to members who take advantage of their investment in the Chamber.

The Chamber defines a minority-owned business as a business that is at least 51 percent owned and controlled by one or more Black Americans, Native American Indians, Asian Americans or Hispanic Americans. "We are showing minority business people how to network better and faster. One of the companies we work with is becoming a prime vendor to the Veterans Administration," said Burt Schildhouse, vice president for small business development at the Chamber.

National figures show that almost 50 percent of newly-formed businesses in the U.S. are owned by women, and local statistics reflect that level of activity here in Franklin County. As more women enter the entrepreneurial world of business ownership, their needs for business assistance services are growing.

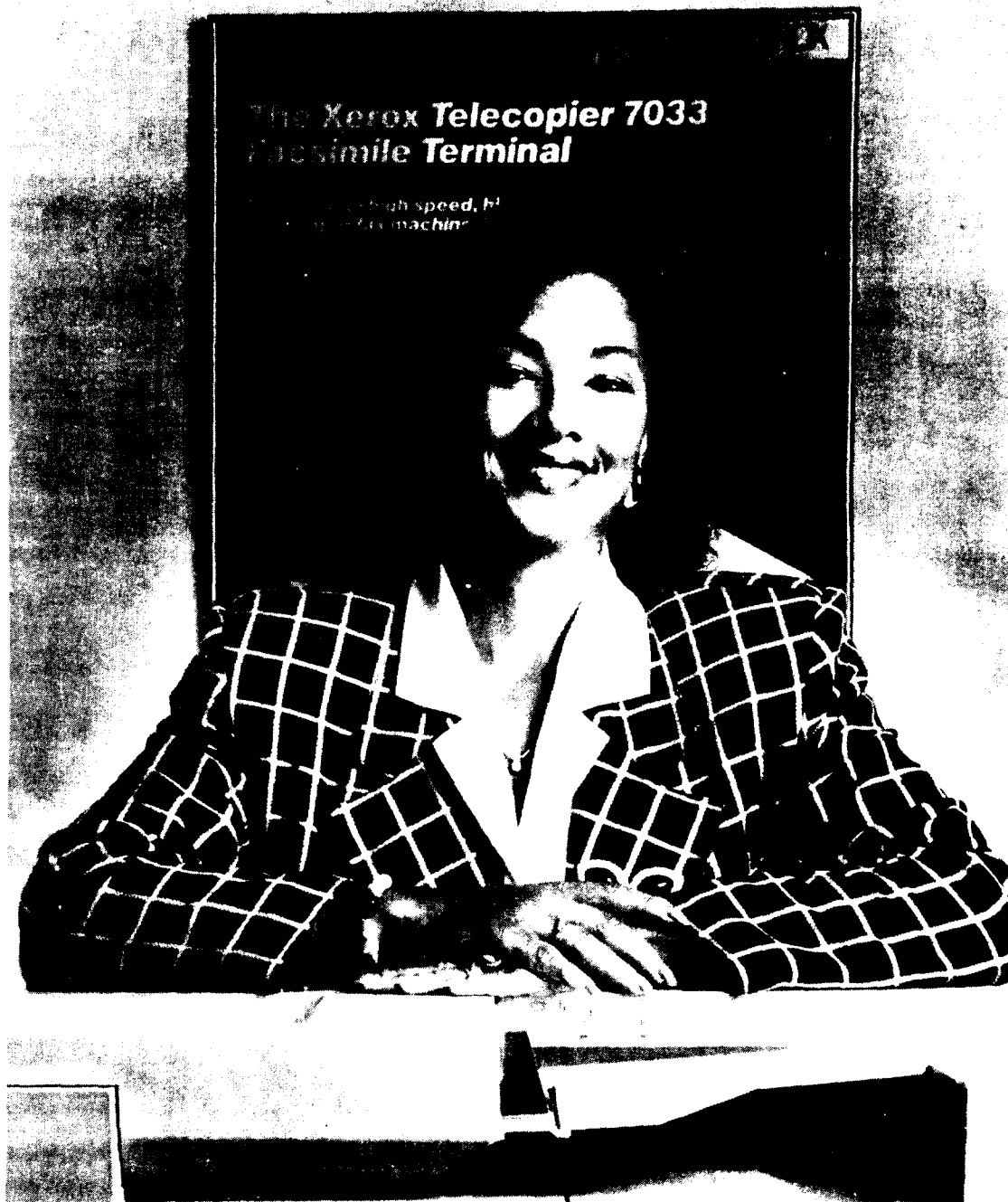
The Chamber is made up of a cadre of programs and organizations, each offering a special service designed to support the local business community. From start-up business assistance to professional training and statistical information, the Chamber provides minority and women-owned companies with a broad spectrum of technical assistance programs and networking opportunities to expand their markets.

"In the Chamber's Small Business Development Center, for example, 40 to 45 percent of the direct counseling is done with minority and women-owned businesses," said Schildhouse. "And, these figures have remained constant for the past five years," he added.

Success for Small & Minority Business

Nearly 90 percent of the Chamber's membership is small business operations with 100 employees or less. The Chamber emphasizes the importance of nurturing these businesses that are already operating in the Columbus area by providing assistance programs and by participating in legislative issues that affect them.

In order to ensure that all new and



Shellee Davis, owner of Britt Business Systems, was selected as a 1991 Small Business Person of the Year Finalist for Central Ohio. The sixth annual Small Business Awards Program is sponsored by the Chamber's Small Business Council, in cooperation with *Business First* and the U.S. Small Business Administration. Chamber member Britt Business Systems was also recognized as the Minority Business of the Year at the 1990 Informafair banquet, sponsored by the Columbus Regional Minority Supplier Development Council. In addition, Davis was recently named the Retailer of the Year for the Chicago region by the U.S. Department of Commerce Minority Business Development Agency as well as the 1991 Emerging Entrepreneur of the Year.

existing businesses have the opportunity to achieve success, the Chamber serves as a business resource center providing the small business community with expert consultation in business planning and operations.

As a support arm to small and minority businesses, Chamber programs have been coordinated into a network which includes the Small Business Development Center, the Minority Business Development Center, the Columbus

Regional Minority Supplier Development Council, the Minority Female Entrepreneurship Program and the Central Ohio Government Marketing Assistance Program.

The Small Business Development Center predicts that almost two-thirds of the area's added quality jobs will be generated and retained by small business. The assistance program is made up of a network of local business professionals that provide free counseling service to

hundreds of local businesses and aspiring entrepreneurs. The SBDC expects to provide marketing, financial, production and other direct counseling services to over 400 companies in 1991.

Customer-friendly, the Chamber's small business counselors work directly with the business owner to identify issues and set priorities. From start-up and expansion to meeting the bottom line, the Chamber helps small businesses thrive in the Columbus area with material support



OHIO DEPARTMENT OF DEVELOPMENT

George V. Voinovich
Governor

Donald E. Jakeway
Director

May 28, 1991

Ms. Shellee F. Davis
Britt Business Systems, Inc.
415 E. Broad St., Suite 105
Columbus, Ohio 43215

Dear Ms. Davis:

Just a short note to thank you for your participation in the roundtable discussion at the Columbus Chamber of Commerce on Thursday, May 16, 1991.

I hope to be involved in other such meetings in the future. If I, or my staff, can be of assistance to you, please give us a call.

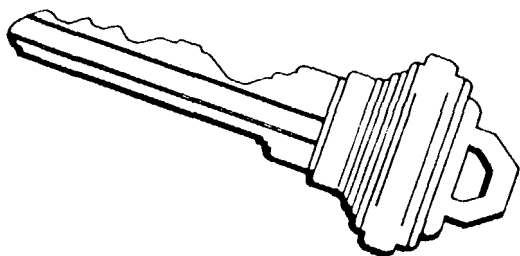
Sincerely,

Donald E. Jakeway
Director

/kw

he Key to Opportunity

A Workshop on Procurement with
Government Agencies



Presented by:

Central Ohio Transit Authority (COTA)

**City of Columbus Purchasing Division and the
Minority and Female Business Development Division**

Columbus Area Chamber of Commerce

Columbus Regional Minority Purchasing Council

Franklin County Purchasing Department

State of Ohio (EEO)

Room C, 11:00 AM

**Pamela Foster
Joyce Murray-Geyer
Shellee Davis**

Pamela Foster-founder and owner of Foster & Associates, Inc., has the making of a true leader. She has to her credit more than twelve years of administrative and managerial experience. During the last four years as an entrepreneur, she has guided her company from being a one-woman operation to being a competitive service corporation on the very brink of explosive growth and success. She is also a recipient of the MBEP Scholarship, awarded by Borden, Inc., to attend Amos Tuck School of Business Administration at Dartmouth College. Pamela Foster has indeed established herself as a genuine entrepreneur, whose past is a strong business foundation.

Joyce Murray-Geyer-owner and acting president of L & J Fastners, Inc. This 15 year old company specializes in the manufacturing and distribution of special, standard, and precision fasteners for the marine, automotive, aerospace, industrial, and commercial marketplace. We are based in Columbus, Ohio with offices and warehouses in Kent, WA and Nashville, TN.

Shellee F. Davis-President of Britt Business Systems Inc. (BBS) can trace a different path to the top of the office equipment sales world than most of her competition. After earning a bachelor's degree in sociology from Wright State University, and a masters in criminal justice from Rutgers University, the business world may have seemed an unlikely destination. In 1990, after only three years in business, BBS was ranked as the top revenue producing Xerox dealer of 60 dealers in the Midwest region. BBS also has been recognized by both the Columbus and Cleveland Chamber of Commerce Regional Minority Development Supplier Council's as the 1990 Minority Business of the Year. Her company has gained a reputation for quality service; while actively competing and beating out the other major competitors in the area.



PROJECT DIVERSITY -- Volunteerism and community activism are the common threads that bind the 16 newest graduates of the Franklin County United Way program, Project Diversity. The graduates are: (front row, l-r.) Leslie Epps, Toni Smith, Barbara Rutledge, Patricia Flowers, Joyce Link, Shellee Davis, Francis Wright, (back row l-r) Doris Ross, Stephanie Mitchell, Jeffery Phillips, Layden Hale, Marla Jones, Algenon Marbley, Adam Troy, Roberto Solano, and Gail Marie Harris. Not pictured are J. Russell Willis and Sharon Hart.

Eighteen graduate from Project Diversity

Eighteen Franklin County professionals will have one more accomplishment to celebrate during Black History Month -- their graduation from Project Diversity on Feb. 14.

The ceremony and luncheon was held in the Vern Riffe Center for Government and the Arts, 77 S. High Street.

Project Diversity is a United Way of Franklin County program which recruits and introduces African Americans and other minorities to various opportunities and challenges of serving on the board of one of United Way's 69 agencies or the board of another Franklin County non-profit organization.

Opportunities also are available for graduates to serve on internal United Way committees.

Each graduate completed a seven-week training program. Topics included the responsibilities of serving on a non-profit board, conflict resolution and a discussion on the aspects of cultural diversity.

A number of Project Diversity graduates have already accepted positions and are serving on United Way agency boards such as CALLVAC, South Side Learning and Development Center and the Hilltop Civic Council.

Several other graduates are serving on United Way Allocations committees.

Graduates of the program include: Shellee F. Davis of Britt Business Systems; Leslie J. Epps, president of L. Epps and Associates; Patricia A. Flowers, secretary, State Board of Examiners of Architects; Layden R. Hale, management associate, Society Bank; Gailmarie Harris, contracting manager, Private Industry Council; Sharon Anita Hart, manager, Employee Training and Development, Discover Card Services; Marla P. Jones, business analyst, Nationwide Insurance Companies; Joyce B. Link, attorney, Bricker & Pease; Algenon L. Marbley, attorney, Vorys, Sater, Seymour & Pease; Stephanie R. Mitchell, assistant attorney general, Ohio Attorney

General's office; Jeffrey S. Phillips, social program developer, Ohio Department of Human Services; Doris E. Ross, coordinator/instructor, CMACAO; Barbara L. Toni C. Smith, administrator, Franklin County Department of Human Services; Robert Solano, equal employment opportunity analyst, Bank One; Adam K. Troy, director, Governor's Commission on Socially Disadvantaged Black Males; J. Russell Willis, program coordinator, The Ohio State University; and Frances Wright, manager of training, Ohio Bell.



Chris Russell/Dispatch

Beatrice Wolper works with Women's Network for Entrepreneurial Training

Women in business focus of national SBA program

Women entrepreneurs today are starting businesses at twice the rate of men, according to the U.S. Small Business Association, which is responding by expanding its Women's Network for Entrepreneurial Training program.

The program, started in Los Angeles about a year ago, matches successful women business owners with women who have been in business at least one year and are ready to expand.

Earlier this month, SBA announced its goal to spread the network nationwide.

Assisting in setting the criteria for selecting mentors and proteges is Beatrice Wolper, an attorney at

LOCAL SCENE

Emens, Hurd, Kegler & Ritter Co., recently appointed as an Ohio representative to the network's national steering committee.

Wolper, whose law practice focuses on women business owners, said mentors "can help new business owners jump over the hurdles that they had to fight their way through," Wolper said.

Mentors selected to participate to date are Dinene Clark, Cookie Bouquets Inc.; Sandra Zimmerman, Friedman Hardwoods; Susan Schubert, Susan D. Schubert and Associates; Suzanne Stilson Edgar, Epro Inc.; and Shellee F. Davis, Britt Business Systems Inc.

For more information, write to Lisa Perrin, Deputy District Director, at the local U.S. SBA office, 85 Marconi Blvd., Columbus 43215.

Wolper received a bachelor's degree in math and geology from the University of Cincinnati and a law degree from Salmon P. Chase College of Law. She is the founder of the Women's Business Board, an association of women business owners and executives.

Businesswomen serve as mentors

Six women business owners from Columbus and one from Dayton will serve as volunteer mentors for beginning female entrepreneurs under a pilot program of the U.S. Small Business Administration.

The program, the Women's Network for Entrepreneurial Training, is part of the SBA's Office of Women's Business Ownership.

Each mentor is "a business friend and adviser who can provide a broad range of support for the owner of a growing business," said Frank D. Ray, director of the SBA's Columbus district office.

The Columbus area mentors are: Dinene Clark, Cookie Bouquets Inc.; Susan D. Schubert, Susan D. Schubert & Associates; Jane Arbiter Latane, Arbiter Enterprises; Suzanne Stilson Edgar, EPRO Inc.; Sandra Zimmerman, Friedman Hardwoods; and Shellee F. Davis, Britt Business Systems Inc.

The Dayton mentor is Elinor O'Grady, Park Avenue Secretarial Service.

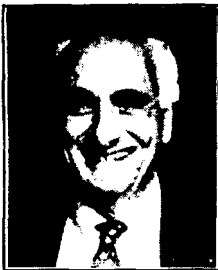
Women business owners seeking mentors ~~can call the SBA at 469-6860, extension 271~~

E

THE SMALL BUSINESS AWARDS --- --- 1991



BARBARA BAKER



CHRIS BOUZOUNIS



JOSEPH P. CIOLEK



SHELLEE F. DAVIS



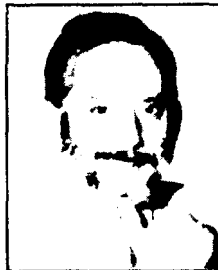
DAVE HARDING



NANCY KRAMER



LARRY LEVINE



KEN MILLS



CAMERON JAMES



PETER STOCK



KEVIN WILLIAMS

The Small Business Person of the Year award recognizes success and innovation by small-business owners in Columbus's corporate community. The people profiled in this section are all finalists. The winner of the award, which is sponsored by the Columbus Area Chamber of Commerce, the U.S. Small Business Administration and Business First, is selected on the basis of company growth, innovation, stability, financial strength, ability to overcome challenges and community involvement. This year's winner will be announced at the sixth annual awards banquet, to be held Wednesday, Oct. 16, at the Hyatt Regency ballroom, 350 N. High St. A reception is at 5:30 p.m. and the awards presentation is at 7 p.m. Tickets are \$25 apiece or \$250 for a table of 10. For more information or reservations, call 225-6947 by Oct. 7.



JACK KUSTRON

Shellee F. Davis

BRITT BUSINESS SYSTEMS INC.

By ANNMARIE L. GEDDES

There was a time when Shellee F. Davis's goal in life was to help juvenile delinquents get off the streets and out of a life of crime.

Davis is still fulfilling her dream, but not in the way she initially planned. She helps by mentoring youth to help them see their potential.

Her company, Britt Business Systems Inc., is Xerox's most successful dealer in the Midwest, with projected sales of about \$1.5 million in 1991. Located at 415 E. Broad St., Britt sells Xerox's full line of facsimile machines, electronic typewriters and

"Knowing how to deal with people means treating them with importance."

copiers. The almost 4-year-old business is also a distributor of Panasonic equipment.

So why did a woman who earned a bachelor's degree in sociology from Wright State University and a master's

degree from Rutgers University in criminal justice end up selling office equipment?

"A lack of career opportunities in the criminal justice system steered me in the direction of customer service management for a major airline," she explains.

In 1987, Davis began a commercial interior design firm with a partner and decided an expanded product line would increase business opportunities. At that time, Xerox was seeking additional dealerships to market its facsimile and typewriter equipment. A match was made.

"Being in the right place at the right time, having the vision to pursue the opportunities and convincing the corporation we could do the job, Xerox contracted with us," Davis says.

Her partner decided she wanted to stay in the interior design business, so six months after launching her company Davis became partners with her brother-in-law, Ben F. Davis, a former Xerox account executive.

Ben Davis is Britt's general manager

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